



OCONUS Core Catalog

2/29/12



Establishment of Common Food Catalog for all Services

- Phase 1 completed – July 2011
 - Team met on 14 occasions to continue consolidation
 - At completion of Phase 1 - Compliancy Reports were run against each of the 5 Major Catalogs
 - All 5 Catalogs were close or at 50% Compliancy at time of run - after Phase 1 was completed



Phase 2

- New Primary Generic LSN's were assigned to represent the Core Catalog of Items
- Core Catalog Team Members were supplied this information for their review and comments
- MPA and NAPA LSN linking will become Acceptable Replacements
 - Project at 100% completion
 - Updated compliancy/non-compliancy reports



Snapshot of Results

- Initial Start up - 3138 Items
- Deleted 1265 Items or 40% decrease
- After Phase 1
 - 1497 Items **Primary Core**
 - + 190 Fresh Items
 - + 38 QCOG only *pending MSC review
 - + 12 Special Occasion Items
 - + 6 Special Fee items
 - +130 Non-Foods
 - = 1873 Total
- Breakdown
 - Primary Core
 - Fresh Catalog -
- Initial Start up - 12 Common Items
- After Phase 1 - 150+ Items



Challenges

- DLA Troop Support Resources being utilized for management of the MPA's and linking of Primary Core item to the MPA's
- Assignments of DLA Troop Support POC'S and Service POC's
 - to maintain compliancy with each item change
 - to ensure catalogs do not creep in numbers
- Additional items with Seasonal Item Changes
- Volatility of items – Menu changes
- Customers ordering off separate catalogs
 - Mini-Catalogs (Fresh, Non-Foods etc.)
 - Each PV using different Suppliers (different parts of the world)



Common Items (Initial Phase)

Lsn	Lsn	Lsn	Lsn	ITEM NAME
1	2	3	4	
891			451	
5	01	E09	9	BEAN SPROUTS, CN,
892			347	CEREAL, VARIETY,
0	01	E60	3	HEALTHY,
892			892	CEREAL, VARIETY,
0	01	E59	0	KELLOGG'S,
891			099	CHEESE, AMERICAN,
0	00	656	3	PROCESSED, SLICED,
892			451	
0	01	E09	8	NOODLES, CHOW MEIN,
893			490	
0	01	E59	3	PEANUT BTR,
891			669	
5	01	419	5	RAISINS,
895			991	SAUCE, SEAFOOD
0	01	E09	1	COCKTAIL,



Benefits of Core Catalog

- Less Variety of items with similar product characteristics make for Better Stock Rotation
Result - Less NIS, More Efficiency of Operations And Better Customer Satisfaction
- Not fulfilling the original intention yet, Common Catalog for ALL Services but Step in the right direction
- Growing Pains – worth it to achieve the final outcome – **a Core Catalog that represents all Services**



What stands in our way?

- *Various menus
- *Various items supporting the menus
- *Separate Recipe Cards
- *Different Use for items based on Service Mission



Possible Solutions

- Universal Recipe Cards?
- Common set of Rules?
- Education of benefits and support to end user



Way Ahead

- Run Compliance/Non-Compliance Reports
 - Matching Primary Generic LSN's to each of the 84 PV OCONUS Catalogs
 - Meet with Vendors/Customers to Match Alternate Replacement Items (MPA's) in each Zone
- *****Discussion with Services
 - - Ideas on how to go forward
 - Assignment of DLA and Service Personnel
 - To maintain the CORE catalog
 - To ensure that numbers do not escalate



S Europe Catalog Scrub Review

- 845 Unique Items
 - From 4 catalogs, 3 Services - Army/Air Force/Navy
- 275 Recommended Item Deletions
 - Preliminary scrub with PV and DLA
 - Based on low demand/low number of hits
 - Too many choices in some categories
 - Demand spread too thin and inefficient
 - 65 suggestions to consolidate with like items
 - Service input will be week of 5 Mar in Germany



S Europe Catalog Scrub Review Continued

- 170 Match OCONUS Core Catalog Exactly by SN
 - Expect to find many more matches by description
- Challenges
 - Make OCONUS catalogs more efficient
 - While maintaining Services' menu
 - Cooperation is key



Europe Catalog Scrub - A Look Ahead

- Face to Face Scrub During Week of 5 March
- Participants:
 - DLA Troup Support (Both Philly and E & A)
 - Ebrex and TWI (Separately Of Course)
 - USAREUR
 - USAFE
 - NAVSUP to call in for S. Europe
- Review Every Item on All Catalogs
- Look to Make Catalogs more Efficient
 - Reduce and Consolidate Items
- Use OCONUS Core Catalog as a Guide
- Extremely Important First Step After New Award
 - Implementation of New Pricing Model Must Transition Timely
 - MPA Pricing, New Fair & Reasonable, Stock Number Changes, Managing Pipeline
 - Europe is Perfect Location for OCONUS Core Catalog
 - All Services Involved, Wide Geographic Area, Erratic Demands
 - Transition will Take Several Months